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Housing Needs Workbook

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Massachusetts Housing Partnership

Housing Needs Workbook

One goal of the Massachusetts Housing Partnership (MHP) is to help local housing partnerships support housing that meets local needs and incorporates local planning. To that end, the MHP has developed this document to assist partnerships in describing and substantiating the need for low and moderate income housing.

The purpose of this Workbook is to help you provide a broad description of housing needs in your community. A focused housing needs description can be a critical tool in prompting town action, such as a town meeting vote to transfer land for an affordable housing development, support for a comprehensive permit application, or as part of a larger public education effort. The general indicators of housing need suggested here will provide some statistics about the housing situation and some anecdotal information about the hardships facing individuals and families in your community. Examining housing needs through this Workbook is purposely narrow. You will want to ensure that your task remains focused, as a very ambitious analysis can be overly time-consuming and directionless.

There are three major steps in using the description of housing need to develop a local affordable housing strategy. The first is to determine the need. Based on this need, the next step is to identify priorities and set goals. The final step is to develop and adopt recommendations to meet the need.

Following are some basic questions that you may wish to confront:

- ♦ Who can (or cannot) afford to live in your community?
Can children of town residents afford to live in town?
Can municipal workers afford to live in town?
- ♦ How is the price of housing affecting the community and those who live in the community?
- ♦ Are there substandard, overcrowded, or other undesirable living conditions?
- ♦ Do businesses have trouble attracting and retaining employees?
- ♦ Is the need for special needs housing being addressed?
- ♦ How does the regional housing need affect the community?

To describe housing need, there are several activities you may wish to undertake. The tables and charts which go along with these activities begin on page 5.

1) Inventory the existing housing. A trip to the assessors office and/or the building and planning departments should enable you to determine how much housing you have and what type it is. Public sources, such as EOCD, the census, and the local housing authority will supplement the assessor's information. Table 1 can be used to organize the information. You will want to examine the change over time to see how much housing has been added in each category and to see how much rental, affordable, or other kinds of housing now exist.

2) Examine the cost of housing, both ownership and rental. First, observe how median prices and the number of sales for single family houses and condominiums have changed over time (Table 2). By how much have they increased? Examining other communities near yours will also tell you how your community fits into the larger area. Another revealing exercise is noting all "arm's length" transactions for the past year. The assessor's office carries a log containing every house recently sold in your community. If you do not count houses sold between families or interested parties, then you should get an idea of what is really available at the low, middle, and upper end of the market. (See Table 3.) You will also want to examine typical rents by talking to a local realtor and following newspaper advertisements for apartments (Table 4). Local realtors can give you an opinion about the housing market -- how much is available, how long units stay on the market or stay vacant, how the housing market in your community relates to other communities nearby. A local realtor or a banker may be able to tell you about choices people are making -- what they can or cannot afford, where they choose to go if they cannot afford to live in your community.

3) Examine income distribution. If time and resources permit, you may wish to use information from a private firm or a regional planning commission to examine income distribution. (See Table 5.) Compare incomes to housing prices: what can people afford? What percentage of people in your community could buy a house if they had to do so at today's prices? How has that changed from 1980?

4) **Determine what people in your town can afford.** Using Table 6 and Charts A through D, calculate the income needed to buy or rent the housing in your community. What income do you need for the median priced house? What income do you need for the lowest priced house? Calculate the "affordability gap" by determining how much house the median household income in your community could afford, and whether or not they could afford the median priced house. Use typical salaries of municipal workers -- such as teachers, police officers, fire fighters -- or typical salaries for jobs available in the area and determine if they could buy or rent in your community. Can they do so on one salary? How much supplemental income will they need?

5) **Examine the housing authority waiting list.** By talking to your local housing authority, you can determine how many people are waiting to get into subsidized housing units. How many people are on the waiting list? For what kind of housing? (See Table 7.) Examine the placement log of your housing authority. What is the average wait for housing? What priority did different households have in waiting for housing? For example, local applicants, minorities, veterans, or homeless families may receive higher priority. How long did people in these different groups wait for housing? Compare your community's waiting list and placement log to the waiting lists and placement logs from neighboring housing authorities to understand regional housing need. Determine how much subsidized housing your neighboring communities have. In addition, you may want to contact local or regional non-profit agencies which work with low income people to determine what housing needs are in your community.

6) **Gather anecdotal information about living conditions in your town.** You may wish to gather any and all anecdotal information you can about living conditions in your town. This might mean trying to determine substandard or overcrowded living conditions, elderly people living in houses too large for them or young people living with relatives because of high housing expenses. One way is through a town-wide survey; another is a survey of local businesses, still another is through a "windshield survey," in which you would generally describe the the housing stock and its condition in different parts of town. You can also talk to state and local human services agencies, such as the regional Department of Mental Retardation or Department of Mental Health, social service agencies, advocacy groups, the local housing authority, local or regional non-profits, the clergy, realtors, bankers, your friends and neighbors: in short, anyone who might know of

people living in distressed or undesirable conditions. *When gathering such information, be careful to determine the length of time it will take to gather and how useful the information will be. You may wish to skip this part or limit the scope of your information gathering.*

7) Conduct an inventory of town resources. Determine if the town has any tax-title or other vacant land or buildings which might be suitable for housing. (See Table 8.) What actions could be taken to encourage affordable housing? If there is little land, could the town provide other incentives for developers to build affordable housing? Could zoning be changed to facilitate affordable housing? Incentive zoning encourages developers to build affordable housing in exchange for other zoning relief, such as increased density; inclusionary zoning requires a percentage of units in large developments be maintained as affordable; and accessory apartment zoning will allow individual apartments to be created in larger houses. Could your community use the comprehensive permit process, specifically created for subsidized housing, to produce more housing? Are there private resources in town, such as a local bank or large employer, who might consider supporting affordable housing efforts?

8) Assemble information, establish goals and priorities, and make recommendations. Using the questions above as a guide, draw some conclusions about the housing situation in your community. At this point, you will want to decide how to present and use the information you have gathered: to begin a public education campaign, to support specific actions or opportunities, or to win political support for an active affordable housing strategy. Drawing upon your inventory of town resources and your knowledge about the important issues facing the town, set goals and make recommendations about specific actions which the town could take to provide more affordable housing. As a guide, you may wish to read the reports, goals, and recommendations which other communities have prepared as part of their examination of housing needs.

Table 1: Total Year Round Housing Units by Type

	1980		1986		Current	
	Number	% of total	Number	% of total	Number	% of total
1. Ownership						
Single Family						
Multi-family						
2. Rental						
3. Seasonal						
4. Mobile homes						
5. Vacant						
6. Subsidized						
HOP						
Elderly rental						
Family rental						
Special Needs						
Other						
7. Rental Assistance Certificates/Vouchers						
Administered by local housing authority						
Chapter 707						
Section 8						
8. Special needs						
Handicapped						
Congregate						
Other						
9. Under construction						
Ownership						
Rental						
TOTAL						
% SUBSIDIZED						

Sources: The Abt study (see Sources), sections VII and X, has 1980 and 1986 numbers for categories 1 - 5. The local housing authority can supply the numbers for categories 6 and 7. Hopefully, they will know this for all years. The EOCD Housing Inventory lists the current numbers for category 6. The assessors office/town hall should be able to supply current numbers for categories 1 - 5. Information for category 9 can be obtained from the Building Department. Local non-profits, the housing authority, or the assessors office may have the information for category 8. Units from category 8 may be included under category 6 in some cases, if the special needs housing is also subsidized.

Table 2: Home Prices

Single family

	1980*		1989	
	Median Price	# sales	Median Price	# sales
Community				
Surrounding Communities:				
1.				
2.				
3.				
4.				
5.				
County				

Condominium

	1980*		1989	
	Median Price	# sales	Median Price	# sales
Community				
Surrounding Communities:				
1.				
2.				
3.				
4.				
5.				
County				

* Either 1980 or another previous year may be used. The point is to go back far enough in time to display the rapid increase in sales prices which occurred in most Massachusetts communities.

Sources: The easiest way to obtain this information is to purchase it from County Home Data (see appendix on sources.) While they do not carry information as far back as 1980, they can usually provide 1984 information. If you feel you should go back to 1980, you may manually calculate median price either using sales information carried in issues of Banker & Tradesman, or sales records which a local assessor may keep. A realtor with access to the Multiple Listing Service may also have this information. A rough estimate of 1980 median sales price is in the 1980 census, which carries a median price based on homeowners' estimates of the selling price of their house. Current information and some past years may be obtained at the assessor's office.

Table 3: Arms Length Transactions Over Twelve Months

Single Family

Lower		Middle		Higher	
\$ Range	# Sales	\$ Range	# Sales	\$ Range	# Sales

Condominium

Lower		Middle		Higher	
\$ Range	# Sales	\$ Range	# Sales	\$ Range	# Sales

Notes: An "arm's length transaction" refers to all sales not conducted between family members or interested parties. For example, a parent who sells the house to a child for one dollar would not be conducting an arm's length transaction. From a list of all transactions over the past twelve months, you should note what is available in the different ranges and how many sales have occurred. You may decide how to set the ranges, since this will vary from community to community.

Sources: Either Banker and Tradesman or the Assessor's office.

Table 4: Range of Typical Rents

1980 (or other previous year)

SRO*		1BR		2BR		SF and/or 3+ BR		(Median)	Comments about Availability
Low	High	Low	High	Low	High	Low	High		

Community:

Surrounding Communities:

- 1.
- 2.
- 3.
- 4.
- 5.

Current

SRO*		1BR		2BR		SF and/or 3+ BR		(Median)	Comments about Availability
Low	High	Low	High	Low	High	Low	High		

Community:

Surrounding Communities:

- 1.
- 2.
- 3.
- 4.
- 5.

* SRO refers to single room occupancy or studio units, or units within a lodging house. These units may not exist in your community.

Note: The cost of renting an apartment or house includes utilities. You may wish to add an estimate of utilities costs to the typical rents.

Sources: This table can be difficult to fill out consistently, since there is little organized data. Local realtors and newspaper ads will give you the best information. The 1980 census has median prices for 1980, as will the regional planning commission.

Table 5: Household Income Distribution

	1980	%	Current	%	5-year Forecast	%
Household Income						
\$9999 and under						
\$10–14.9K						
\$15–24.9K						
\$25–34.9						
\$35–49.9						
\$50–74.9						
\$75K and up						

Median Income:

Typical town employee salaries:

DPW worker

Police officer

Fire fighter

Teacher

Other starting salaries:

Sources: The easiest way to get income distribution information is to purchase it from a private firm. Please refer to the Sources section for more information on private firms, the reports you can order, and quoted prices. Starting salaries of municipal workers are available at town hall. You may wish to add typical starting salaries from jobs available in or near your community.

If you cannot purchase this information, you can also compile it from several sources. 1980 information is available from the 1980 census report (STF-3). Your regional planning commission may have current income information.

The 1990 census, available in 1992, will have all income distribution information.

Table 6: Housing Affordability

The key to understanding housing affordability is understanding the buying power of the households who wish to rent or purchase in your community. Buying power is dependent on three factors: the cost of the housing, household income, and (for ownership) the lending practices of banks. Please refer to "How to Buy a House: Putting the Puzzle Together," published by the Massachusetts Housing Finance Agency, for more details on house buying.

I. How much income is needed to buy a house at the median price?

- a) Determine the median price of a house in your community.
- b) Calculate monthly payment based on principal, interest, taxes, homeowner's and mortgage insurance. (Refer Charts A, B, and C, which calculate monthly payments for mortgages at 8.5%, 10.0% and 11.0% based on different maximum percentages of incomes as underwriting ratios. If you wish to change the assumptions, prepare your own chart. See formulas on following page.)
- c) Determine minimum income needed to support these monthly payments. Standard underwriting procedures allow 28% gross income to be used for housing payments (Chart A); more liberal standards may go to 30% (Chart B) or higher (Chart C). This is the income needed to purchase the median priced house.
- d) Calculate the difference between the income needed for the median priced house and the median income in your community. (See Table 5.)
- e) If you wish, repeat this exercise using the lowest priced house available now, or the median priced house available in a previous year.

II. How much can the median household income afford to buy?

- a) Determine allowable monthly expense for the median income from Chart D or by multiplying median income by 0.28 (standard underwriting procedure, which allows 28% of gross income to be used for housing expenses) or 0.30 or 0.33 (more liberal standards) and dividing by 12.
- b) Using Charts A, B, or C, or the chart which you set up based on your assumptions, determine the maximum purchase price (assuming 10% or other down payment).
- c) Calculate the difference between what a family with the median priced income could afford to buy and the median priced house.
- d) If you wish, repeat this exercise using the median income and median priced house from a previous year. Compare the changes.

e) If you wish, repeat this exercise using typical salaries of municipal workers. Determine if they could afford to buy in town if they had to do so at current prices. How much supplemental income would municipal workers need in order to buy?

f) Using the incomes from Table 5, calculate the percentage of people in your community who could not afford the median priced house, assuming they did not already own a home. Calculate the percentage of people who could not afford to buy the lowest priced house.

III. What income is needed to rent?

a) Compare typical rents to the housing expenses by income on Chart D. What income do you need to rent in your community? Compare this to previous years. What income did you need in 1980?

IV. Formulas

Mortgage amount (principal) = Purchase price – downpayment

Total Monthly Payment:

- 1) Mortgage payment (principal/interest) _____
- 2) Taxes _____
- 3) Private mortgage insurance (PMI) _____
- 4) Fire/hazard insurance _____
- 5) Homeowners/condo fee _____
- Total: _____

Montly Payments Formulas:**

- 1) Monthly mortgage payment = $\text{principal} \times \frac{\text{interest}}{1 - (1 + \text{interest})^{-12n}}$
- 2) Monthly taxes = $\frac{\text{tax rate} \times \text{purchase price}}{12}$
- 3) Monthly PMI payments = $\frac{\text{private mortgage insurance rate} \times \text{mortgage amount}}{12}$
- 4) Monthly fire/hazard insurance = $\frac{\text{Fire hazard insurance rate} \times \text{purchase price}}{12}$

Minimum income needed = $\frac{\text{Monthly payments} \times 12}{\text{Maximum \% of income used for housing (according to underwriting ratio; e.g., 28\%)}}$

You may wish to change tax rate, downpayment or mortgage interest rate, or add homeowners or condominium association fees.

**** The most accurate way to construct a table of your own is to use either a financial calculator or a spreadsheet program.**

Chart A: Monthly Payments (Minimum Income)
(Minimum income based on 28% of income going to housing expenses)

	8.5%		10.0%		11.0%	
Purchase price:						
\$40,000	\$353	(\$15,122)	\$392	(\$16,799)	\$419	(\$17,952)
\$45,000	\$397	(\$17,012)	\$441	(\$18,898)	\$471	(\$20,196)
\$50,000	\$441	(\$18,903)	\$490	(\$20,998)	\$524	(\$22,440)
\$55,000	\$485	(\$20,793)	\$539	(\$23,098)	\$576	(\$24,684)
\$60,000	\$529	(\$22,683)	\$588	(\$25,198)	\$628	(\$26,928)
\$65,000	\$573	(\$24,574)	\$637	(\$27,298)	\$681	(\$29,172)
\$70,000	\$617	(\$26,464)	\$686	(\$29,398)	\$733	(\$31,416)
\$75,000	\$662	(\$28,354)	\$735	(\$31,497)	\$785	(\$33,660)
\$80,000	\$706	(\$30,244)	\$784	(\$33,597)	\$838	(\$35,904)
\$85,000	\$750	(\$32,135)	\$833	(\$35,697)	\$890	(\$38,148)
\$90,000	\$794	(\$34,025)	\$882	(\$37,797)	\$942	(\$40,392)
\$95,000	\$838	(\$35,915)	\$931	(\$39,897)	\$995	(\$42,636)
\$100,000	\$882	(\$37,805)	\$980	(\$41,997)	\$1,047	(\$44,880)
\$105,000	\$926	(\$39,696)	\$1,029	(\$44,096)	\$1,100	(\$47,124)
\$110,000	\$970	(\$41,586)	\$1,078	(\$46,196)	\$1,152	(\$49,368)
\$115,000	\$1,014	(\$43,476)	\$1,127	(\$48,296)	\$1,204	(\$51,612)
\$120,000	\$1,059	(\$45,366)	\$1,176	(\$50,396)	\$1,257	(\$53,856)
\$125,000	\$1,103	(\$47,257)	\$1,225	(\$52,496)	\$1,309	(\$56,100)
\$130,000	\$1,147	(\$49,147)	\$1,274	(\$54,595)	\$1,361	(\$58,344)
\$135,000	\$1,191	(\$51,037)	\$1,323	(\$56,695)	\$1,414	(\$60,588)
\$140,000	\$1,235	(\$52,928)	\$1,372	(\$58,795)	\$1,466	(\$62,832)
\$150,000	\$1,323	(\$56,708)	\$1,470	(\$62,995)	\$1,571	(\$67,320)
\$155,000	\$1,367	(\$58,598)	\$1,519	(\$65,095)	\$1,623	(\$69,564)
\$160,000	\$1,411	(\$60,489)	\$1,568	(\$67,194)	\$1,676	(\$71,808)
\$165,000	\$1,456	(\$62,379)	\$1,617	(\$69,294)	\$1,728	(\$74,052)
\$170,000	\$1,500	(\$64,269)	\$1,666	(\$71,394)	\$1,780	(\$76,296)
\$175,000	\$1,544	(\$66,159)	\$1,715	(\$73,494)	\$1,833	(\$78,540)
\$180,000	\$1,588	(\$68,050)	\$1,764	(\$75,594)	\$1,885	(\$80,784)
\$185,000	\$1,632	(\$69,940)	\$1,813	(\$77,694)	\$1,937	(\$83,028)
\$195,000	\$1,720	(\$73,721)	\$1,911	(\$81,893)	\$2,042	(\$87,516)
\$200,000	\$1,764	(\$75,611)	\$1,960	(\$83,993)	\$2,094	(\$89,760)
\$210,000	\$1,852	(\$79,391)	\$2,058	(\$88,193)	\$2,199	(\$94,248)
\$220,000	\$1,941	(\$83,172)	\$2,156	(\$92,392)	\$2,304	(\$98,736)
\$230,000	\$2,029	(\$86,952)	\$2,254	(\$96,592)	\$2,409	(\$103,224)
\$240,000	\$2,117	(\$90,733)	\$2,352	(\$100,792)	\$2,513	(\$107,712)
\$250,000	\$2,205	(\$94,514)	\$2,450	(\$104,991)	\$2,618	(\$112,199)

Assumptions: Monthly payments based on principal, interest, taxes, and insurance. 10% downpayment. 30 year term. Fire and hazard insurance equals 5/12 % of purchase price. Tax rate is 15 dollars per thousand of purchase price. Private mortgage insurance (PMI) equals .00031250 of a point of mortgage value. No homeowners fee. Minimum income is based on allowing 28% of gross income towards monthly cost.

Chart B: Monthly Payments (Minimum Income)
(Minimum income based on 30% of income going to housing expense)

	8.5%		10.0%		11.0%	
Purchase price						
\$40,000	\$353	(\$14,114)	\$392	(\$15,679)	\$419	(\$16,755)
\$45,000	\$397	(\$15,878)	\$441	(\$17,639)	\$471	(\$18,850)
\$50,000	\$441	(\$17,643)	\$490	(\$19,598)	\$524	(\$20,944)
\$55,000	\$485	(\$19,407)	\$539	(\$21,558)	\$576	(\$23,038)
\$60,000	\$529	(\$21,171)	\$588	(\$23,518)	\$628	(\$25,133)
\$65,000	\$573	(\$22,935)	\$637	(\$25,478)	\$681	(\$27,227)
\$70,000	\$617	(\$24,700)	\$686	(\$27,438)	\$733	(\$29,321)
\$75,000	\$662	(\$26,464)	\$735	(\$29,398)	\$785	(\$31,416)
\$80,000	\$706	(\$28,228)	\$784	(\$31,357)	\$838	(\$33,510)
\$85,000	\$750	(\$29,992)	\$833	(\$33,317)	\$890	(\$35,605)
\$90,000	\$794	(\$31,757)	\$882	(\$35,277)	\$942	(\$37,699)
\$95,000	\$838	(\$33,521)	\$931	(\$37,237)	\$995	(\$39,793)
\$100,000	\$882	(\$35,285)	\$980	(\$39,197)	\$1,047	(\$41,888)
\$105,000	\$926	(\$37,049)	\$1,029	(\$41,157)	\$1,100	(\$43,982)
\$110,000	\$970	(\$38,814)	\$1,078	(\$43,116)	\$1,152	(\$46,077)
\$115,000	\$1,014	(\$40,578)	\$1,127	(\$45,076)	\$1,204	(\$48,171)
\$120,000	\$1,059	(\$42,342)	\$1,176	(\$47,036)	\$1,257	(\$50,265)
\$125,000	\$1,103	(\$44,106)	\$1,225	(\$48,996)	\$1,309	(\$52,360)
\$130,000	\$1,147	(\$45,871)	\$1,274	(\$50,956)	\$1,361	(\$54,454)
\$135,000	\$1,191	(\$47,635)	\$1,323	(\$52,916)	\$1,414	(\$56,549)
\$140,000	\$1,235	(\$49,399)	\$1,372	(\$54,875)	\$1,466	(\$58,643)
\$150,000	\$1,323	(\$52,928)	\$1,470	(\$58,795)	\$1,571	(\$62,832)
\$155,000	\$1,367	(\$54,692)	\$1,519	(\$60,755)	\$1,623	(\$64,926)
\$160,000	\$1,411	(\$56,456)	\$1,568	(\$62,715)	\$1,676	(\$67,020)
\$165,000	\$1,456	(\$58,220)	\$1,617	(\$64,675)	\$1,728	(\$69,115)
\$170,000	\$1,500	(\$59,985)	\$1,666	(\$66,634)	\$1,780	(\$71,209)
\$175,000	\$1,544	(\$61,749)	\$1,715	(\$68,594)	\$1,833	(\$73,304)
\$180,000	\$1,588	(\$63,513)	\$1,764	(\$70,554)	\$1,885	(\$75,398)
\$185,000	\$1,632	(\$65,277)	\$1,813	(\$72,514)	\$1,937	(\$77,492)
\$195,000	\$1,720	(\$68,806)	\$1,911	(\$76,434)	\$2,042	(\$81,681)
\$200,000	\$1,764	(\$70,570)	\$1,960	(\$78,393)	\$2,094	(\$83,776)
\$210,000	\$1,852	(\$74,099)	\$2,058	(\$82,313)	\$2,199	(\$87,964)
\$220,000	\$1,941	(\$77,627)	\$2,156	(\$86,233)	\$2,304	(\$92,153)
\$230,000	\$2,029	(\$81,156)	\$2,254	(\$90,153)	\$2,409	(\$96,342)
\$240,000	\$2,117	(\$84,684)	\$2,352	(\$94,072)	\$2,513	(\$100,531)
\$250,000	\$2,205	(\$88,213)	\$2,450	(\$97,992)	\$2,618	(\$104,720)

Assumptions: Monthly payments based on principal, interest, taxes, and insurance. 10% downpayment. 30 year term. Fire and hazard insurance equals 5/12 % of purchase price. Tax rate is 15 dollars per thousand of purchase price. Private mortgage insurance (PMI) equals .00031250 of a point of mortgage value. No homeowners fee. Minimum income is based on allowing 30% of gross income towards monthly cost.

Chart C: Monthly Payments (Minimum Income)
(Minimum income based on 33% of income going to housing expense)

	8.5%		10.0%		11.0%	
Purchase price						
\$40,000	\$353	(\$12,831)	\$392	(\$14,253)	\$419	(\$15,232)
\$45,000	\$397	(\$14,435)	\$441	(\$16,035)	\$471	(\$17,136)
\$50,000	\$441	(\$16,039)	\$490	(\$17,817)	\$524	(\$19,040)
\$55,000	\$485	(\$17,643)	\$539	(\$19,598)	\$576	(\$20,944)
\$60,000	\$529	(\$19,246)	\$588	(\$21,380)	\$628	(\$22,848)
\$65,000	\$573	(\$20,850)	\$637	(\$23,162)	\$681	(\$24,752)
\$70,000	\$617	(\$22,454)	\$686	(\$24,943)	\$733	(\$26,656)
\$75,000	\$662	(\$24,058)	\$735	(\$26,725)	\$785	(\$28,560)
\$80,000	\$706	(\$25,662)	\$784	(\$28,507)	\$838	(\$30,464)
\$85,000	\$750	(\$27,266)	\$833	(\$30,288)	\$890	(\$32,368)
\$90,000	\$794	(\$28,870)	\$882	(\$32,070)	\$942	(\$34,272)
\$95,000	\$838	(\$30,473)	\$931	(\$33,852)	\$995	(\$36,176)
\$100,000	\$882	(\$32,077)	\$980	(\$35,633)	\$1,047	(\$38,080)
\$105,000	\$926	(\$33,681)	\$1,029	(\$37,415)	\$1,100	(\$39,984)
\$110,000	\$970	(\$35,285)	\$1,078	(\$39,197)	\$1,152	(\$41,888)
\$115,000	\$1,014	(\$36,889)	\$1,127	(\$40,978)	\$1,204	(\$43,792)
\$120,000	\$1,059	(\$38,493)	\$1,176	(\$42,760)	\$1,257	(\$45,696)
\$125,000	\$1,103	(\$40,097)	\$1,225	(\$44,542)	\$1,309	(\$47,600)
\$130,000	\$1,147	(\$41,701)	\$1,274	(\$46,323)	\$1,361	(\$49,504)
\$135,000	\$1,191	(\$43,304)	\$1,323	(\$48,105)	\$1,414	(\$51,408)
\$140,000	\$1,235	(\$44,908)	\$1,372	(\$49,887)	\$1,466	(\$53,312)
\$150,000	\$1,323	(\$48,116)	\$1,470	(\$53,450)	\$1,571	(\$57,120)
\$155,000	\$1,367	(\$49,720)	\$1,519	(\$55,232)	\$1,623	(\$59,024)
\$160,000	\$1,411	(\$51,324)	\$1,568	(\$57,013)	\$1,676	(\$60,928)
\$165,000	\$1,456	(\$52,928)	\$1,617	(\$58,795)	\$1,728	(\$62,832)
\$170,000	\$1,500	(\$54,531)	\$1,666	(\$60,577)	\$1,780	(\$64,736)
\$175,000	\$1,544	(\$56,135)	\$1,715	(\$62,358)	\$1,833	(\$66,640)
\$180,000	\$1,588	(\$57,739)	\$1,764	(\$64,140)	\$1,885	(\$68,544)
\$185,000	\$1,632	(\$59,343)	\$1,813	(\$65,922)	\$1,937	(\$70,448)
\$195,000	\$1,720	(\$62,551)	\$1,911	(\$69,485)	\$2,042	(\$74,256)
\$200,000	\$1,764	(\$64,155)	\$1,960	(\$71,267)	\$2,094	(\$76,160)
\$210,000	\$1,852	(\$67,362)	\$2,058	(\$74,830)	\$2,199	(\$79,968)
\$220,000	\$1,941	(\$70,570)	\$2,156	(\$78,393)	\$2,304	(\$83,776)
\$230,000	\$2,029	(\$73,778)	\$2,254	(\$81,957)	\$2,409	(\$87,584)
\$240,000	\$2,117	(\$76,986)	\$2,352	(\$85,520)	\$2,513	(\$91,392)
\$250,000	\$2,205	(\$80,193)	\$2,450	(\$89,084)	\$2,618	(\$95,200)

Assumptions: Monthly payments based on principal, interest, taxes, and insurance. 10% downpayment. 30 year term. Fire and hazard insurance equals 5/12 % of purchase price. Tax rate is 15 dollars per thousand of purchase price. Private mortgage insurance (PMI) equals .00031250 of a point of mortgage value. No homeowners fee. Minimum income is based on allowing 33% of gross income towards monthly cost.

Chart D: Income and Monthly Expense

Income:	Maximum monthly housing expense:
\$15,000	\$ 375
20,000	500
25,000	625
30,000	750
35,000	875
40,000	1.000
45,000	1.125
50,000	1.250
55,000	1.375
60,000	1.500
65,000	1.625
70,000	1.750
75,000	1.875
80,000	2.000
85,000	2.125
90,000	2.250
95,000	2.375
100,000	2.500

Assumptions: Housing costs generally should not exceed 30% of gross income. For rental units, this monthly cost should include utilities. For homeownership, this cost includes principal, interest, taxes, and insurance (PITI).

TABLE 7: Housing Authority Information**

Waiting Lists

Family	Elderly	Special Needs	Emergency
# Hshlds Wait	# Hshlds Wait	# Hshlds Wait	# Hshlds Wait

Community:

Surrounding communities:

- 1.
- 2.
- 3.
- 4.
- 5.

Note: There may be some overlap, as people may place themselves on more than one waiting list.

Subsidized housing available

Family	Elderly	Special Needs
--------	---------	---------------

Community:

Surrounding communities

- 1.
- 2.
- 3.
- 4.
- 5.

Sources: Local housing authority, neighboring housing authorities. EOCD inventory.

**** Local housing authority waiting list and placement logs are public information. EOCD standards require that names and addresses of applicants not be indicated on waiting lists or placement logs.**

Table 8: Inventory of Publicly Owned Land/Surplus Buildings

Parcel (Map/Section)	Number of Acres	Location	Ownership Status	Vacant?	Zoning/Deed Restrictions
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Source: Assessor's office, town hall. All Land identified as Code 900 or higher is in public ownership.

SOURCES

Housing stock information:

- ♦ Assessor's Office/Planning Department
- ♦ EOCD housing inventory
- ♦ Abt study from EOCD
- ♦ 1980 summary census report STF-3 (from EOCD)
 - or - 1980 Census: HC 80-1-A23 (general housing characteristics);
 - HC 80-1-B23 (detailed housing characteristics); available at public libraries

Housing Market information:

- ♦ Banker and Tradesman. Copies available at public libraries; other information available for a fee.
- ♦ Local realtors
- ♦ Multiple Listing Service
- ♦ County Home Data (see attached)

Income information:

- ♦ Private firms -- see attached list
- ♦ Regional Planning Commissions -- see attached list

Other:

Local housing authority: placement log, waiting lists

HOUSING MARKET INFORMATION

County Home Data

County Home Data reports by town include total number of sales under \$150,000 and over \$150,000, total number of sales, total dollar amount of sales, and median price. The reports include these statistics for both single family residential units and condominiums.

County Home Data charges \$35 for current year, per town, for each statistical report ordered, and half price for past years.

County Home Data
P.O. Box 416
136 West Canal St.
Winooski, VT 05404

(800) 332-6500

INCOME INFORMATION

Only private firms provide income projections past the 1980 census. The firms listed below were those known at the date of publication, and include the prices quoted at that time. This list is not exhaustive, and individuals should feel free to investigate other sources of data.

The firms listed below publish similar income information. Variations are noted. You should expect to use only one firm for income information. Inclusion here is by no means an endorsement of these firms.

CACI, Inc.

A) Demographic/Income Forecast Report
(1980, current year, five year projection)

This report lists household and family income distribution, median income, age, race, and family distribution, population, and average household size.

CACI, Inc.
9302 Lee Highway, 3rd. Floor
Fairfax, VA 22031

(800) 292-2224 ext. 4434

Urban Decisions Systems, Inc.

A) Report INF Income breakdowns
(1980, current year, five year projection)

Household and family income distribution, median and average household and family income.

B) Report DTF Demographic Trends
(1980, current year, five year projection)

Population distribution by household size, population distribution by age, average household size, median age.

Urban Decisions, Inc.
PO Box 551
Westport, CT 06881

(203) 226-8188
(800) 633-9568

UDS will charge \$20 for these reports, plus an administration fee of \$35.

Donnelly Information Services

A) Trend Report
(1970, 1980, current year, five year projection.)

Population distribution by age, household income distribution, and average household size. Report does not include population distribution by household size.

Donnelly Information Services
70 Seaview Ave.
Stamford, CT 06904

(203) 353-7474

This report will cost \$50.00. There is no administrative fee.

National Planning Data

A) Trend Report

(1979, current year, five year projection)

Income distribution, average household size, population distribution.

B) Age Report

(1979, current year, five year projection)

Age distribution.

Reports are \$5.00 and \$2.00, respectively, but the per-order minimum is \$120, including a flat \$60.00 administration fee.

National Planning Data

20 Terrace Hill

Ithaca, NY 14850

(607) 273-8208

Regional Planning Agencies

Berkshire County Regional Planning Commission (413) 443-1521

10 Fenn Street

Pittsfield 01201

Franklin County Planning Commission

(413) 774-3167

Courthouse

425 Main St.

Greenfield 01301

Pioneer Valley Planning Commission

(413) 781-6045

26 Central St.

West Springfield 01089

Montachusett Regional Planning Commission

(508) 345-7376

R1427 Water St.

Fitchburg 01420

Central Mass. Regional Planning Commission

(508) 756-7717

340 Main Street

Worcester 01608

Northern Middlesex Area Commission 35 Market Street Lowell 01852	(508) 454-8021
Merrimack Valley Planning Commission 350 Main Street Haverhill 01830	(508) 374-0510
Metropolitan Area Planning Council 60 Temple Place Boston 02111	(617) 451-2770
Old Colony Planning Council 70 School St. Brockton 02401	(508) 583-1833
Southeastern Regional Planning and Economic Development District 88 Broadway Taunton 02780	(508) 824-1367
Cape Cod Commission First District Court House Barnstable 02601	(508) 362-2511
Martha's Vineyard Commission P.O. Box 1447 Oak Bluffs 02557	(508) 693-3453
Nantucket Planning Commission 4 North Water St Nantucket 02554	(508) 228-7233

MHP Information Request Form

_____ **ABT STUDY**, 1986 statistics

Community: _____

Neighboring communities you wish to make comparisons with:

- 1.
- 2.
- 3.
- 4.
- 5.

_____ **HOUSING INVENTORY**

Community: _____

Neighboring communities you wish to make comparisons with:

- 1.
- 2.
- 3.
- 4.
- 5.

_____ **CENSUS REPORT STF-3**

[Optional information]

_____ **Examples of Housing Needs Analyses**

Lancaster, Manchester, Brockton (Please circle)

_____ **Examples of Housing Needs Surveys**

Orleans, Harvard, Sherborn (Please circle)

Name: _____

Address: _____

City/Town: _____ MA Zip: _____

Please mail request to:

Housing Workbook Information
Massachusetts Housing Partnership
100 Cambridge St., Room 1804
Boston, MA 02202





